

Message Text

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PAGE 01 FRANKF 00466 180845Z

13

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 082256

R 180718Z JAN 75

FM AMCONSUL FRANKFURT

TO SECSTATE WASHDC 9095

USDOC WASHDC

INFO AMEMBASSY BONN

AMEMBASSY BRUSSELS

UNCLAS FRANKFURT 0466

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 428/05/P0147
2. 011675
3. C.J. HARRIS
4. 428 GERMANY
5. D

6A REPLY TO--

6B K. W. SCHUBERT, MANAGER

6C INDUSTRIEMASCHINEN-HANDELSGESELLSCHAFT

POSTFACH 256

6000 FRANKFURT-ROEDELHEIM

7. TELEX: 04 14460

TEL: 0611-785081

8. ----

9. 111

9A. AGENCY

10. 35314XX-0000 POWER CRANES, SELF-PROPELLED, TELESCOPIC AND
MECHANICAL BOOM TYPES, COMPLETE LINE OF MODELS WANTED,
STARTING WITH CAPACITY OF 10,000 LB.

35314XX-0000 CRANES, TRUCK MOUNTED, HYDRAULIC, TELESCOPIC,
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PAGE 02 FRANKF 00466 180845Z

OR MECHANICAL. COMPLETE LINE OF MODELS WANTED, STARTING

WITH CAPACITY OF 20,000 LB.

3537XXX-0000 FORK LIFT TRUCKS, GASOLINE, DIESEL, OR STORAGE
BATTERY POWERED, COMPLETE LINE OF MODELS, STARTING WITH
CAPACITY OF 2,000 LB. ANNUAL REQUIREMENT: 400-500 UNITS.

MAJOR DISTRIBUTOR POWER CRANES AND FORK LIFT TRUCKS - ANNUAL
SALES DM 20 MILLION. HAS NETWORK OF SALES OUTLETS AND SERVICE
STATIONS THROUGHOUT WEST GERMANY AND AUSTRIA. HANDLES
JAPANESE (DATSUN) AND CZECH PRODUCTS NOW, WOULD LIKE TO SWITCH
TO A LARGE US SUPPLIER WITH WIDER RANGE OF DIFFERENT MODELS AND
SUPERIOR QUALITY. WANTS EXCLUSIVE REPRESENTATION.
HARLAN

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NNN

Message Attributes

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